



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 5, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	06/26/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Tim Riale, Sussex County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBER ABSENT

Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:34 a.m.

REVIEW OF MINUTES

Mr. Riale moved, seconded by Ms. Brodoway, to approve the May 1, 2014 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Draft Correspondence to Course Providers Regarding Concerns of Non-Compliance

The Committee reviewed the correspondence that Mr. Doyle drafted, which would be sent to pre-licensing course providers to address the Committee's concerns. Ms. Brodoway moved, seconded by Ms. Woerner, to send the correspondence, with noted changes, to the Commission for their review and approval. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission approved the Committee's recommendations regarding course providers, instructors, and students. The Commission also overturned the Committee's recommendations regarding the Frederick Academy of Real Estate's broker's pre-licensing course. She reported that the Commission approved the course contingent upon Mr. McGowan submitting the Academy's DOE certificate. The Commission also approved Mr. McGowan to teach the broker's pre-licensing course.

Ms. Klimowicz reported that the Commission conducted their public hearing, which would allow for students who took a duplicate module (modules 1- 6), to automatically have the duplicate module automatically approved for module 7. The Commission made this rule retroactive, as of April 30, 2014.

Review of Course Provider Applications

Mr. Riale moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Christopher J. DeMatteis

Course Title: Mortgage Finance 101: Making Heads & Tails of the Mortgage Industry **Approved for 3.0**
Credit Hours: 3.0 **Hours, Not 2.0 Hours as Requested**
Module: 7

Course Provider: The Frederick Academy of Real Estate

Course Title: 99 Hour Delaware Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Title: Module 1: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Module 2: Professional Standards **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Module 3: Real Estate Documents **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Module 4: Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Module 5: Legislative Issues – Bankruptcy **Approved**

Credit Hours: 3.0
Module: 5

Course Title: Module 5 – Legislative Issues – Agency **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Module 5 – Legislative Issues – Deferred Exchanges & Capital Gains Tax **Approved for
Module 6 or 7 Only, Not Module 5 as Requested**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Module 7: Foreclosure **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Long & Foster Institute of Real Estate
Course Title: Delaware 99 Hour Pre-Licensing Course **Denied – Course Locations Not Specified**
Credit Hours: 99.0

Course Provider: Sussex County Association of Realtors
Course Title: DE Broker's Licensing **Approved**
Credit Hours: 99.0

Course Title: DE Pre-Licensing **Approved**
Credit Hours: 99.0

Course Title: Agency & Fair Housing **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: 1

Course Title: Real Estate Documents **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: 3

Course Title: Office Management **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: 4

Course Title: Legislative Issues **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: 5

Course Title: Investing in Commercial Real Estate **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: 6

Course Title: Procuring Cause **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: New Licensee Module 1 & Continuing Education Module 2

Course Title: Buyer Representation **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: Seller Representation **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: Real Estate Professionalism **Denied – Did Not Submit Detailed Course Outline**
Credit Hours: 3.0
Module: New Licensee Module 4

Course Provider: Omega Real Estate School
Course Provider: Let's Get It Right **Approved**
Credit Hours: 3.0
Module: 2

Review of Instructor Applications

Mr. Riale moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Christopher DeMatteis **Approved**
Continuing Education: Module 7 – Mortgage Finance

Heidi Gilmore **Tabled – Resume Not Submitted**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Robert Ross **Approved**
Pre-Licensing Course: Real Estate Mathematics

Frank Panunto **Approved for Continuing Education; Not Approved to Teach Pre-Licensing as Requested**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

Review of Student Requests for Approval of Continuing Education

Mr. Riale moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Kristen Brough **Denied –Module 3 is Not Equivalent to New Licensee Module 3**
Course Title: Module 3: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 3

Student Name: Aimee DeBenedictis **Denied –Module 3 is Not Equivalent to New Licensee Module 3**
Course Title: Module 3: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 3

Review Request of Reconsideration from the American School of Real Estate Express, LLC

Ms. Williams advised the Committee that the American School of Real Estate Express, LLC has requested that their application for the course titled "Real Estate Documents" be reconsidered for Module 3. According to the written request, it is reported that the exact same course was approved for Module 3 through McKissock. Mr. Doyle moved, seconded by Mr. Riale, to table this item until the next meeting in order to complete a side-by-side comparison. Motion unanimously carried.

Discussion Regarding Topics for Annual Seminar

Ms. Williams informed the Committee that the Commission has requested their assistance in selecting potential topics for the annual seminar. The Committee began their discussions regarding potential topics, but was unable to develop any potential topics at this time. The Committee will discuss this more in depth during their next regularly scheduled meeting.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Benson reported that a licensee completed an online continuing education course through McKissock in 20 minutes, and was provided with a certificate of completion for a continuing education module in Delaware. It appears that McKissock, an ARELLO approved provider, is providing courses that do not take or require the student to be present for the entire three hours of instruction. Mr. Doyle volunteered to take an online course, and will report back with his findings during the next regularly scheduled meeting. Ms. Williams advised the Committee that she will contact McKissock, to see what mechanisms they have in place to ensure that licensees are receiving the required amount continuing education hours.

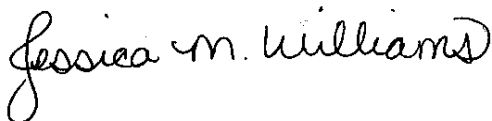
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, June 26, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Doyle moved, seconded by Mr. Riale, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:13 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II